



AUTOMARP
PATENTED, MAY 9, 1932
MANUFACTURED BY
C.F. Zimmermann Co.
DOLGEVILLE, N.Y. U.S.A.

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THE AUTOHARP

AND HOW IT CAPTURED THE FAMILY



IT ALL CAME from his visit to the music store. He was a musician and the father of an interesting family of children all of whom were musically inclined. On the day in question, he was selecting some

music, when his attention was called to a queer looking sheet that was lying on the counter, all written out in numbers.

“What is this you have here?” he inquired of his friend, the music dealer.

“Why,” said the dealer, “that is a collection of some of the latest popular songs set in figure music for the Zimmermann Autoharp. I presume you know this instrument?”

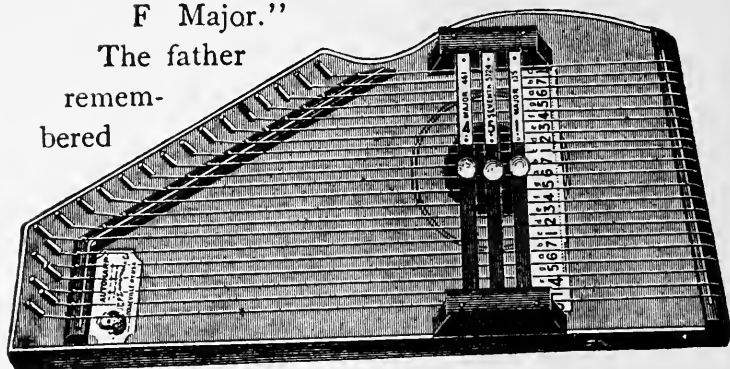
“Oh, yes, I have seen it, but then it is nothing but a mere toy.”

“Excuse me, my friend, but some day you will change your mind about that. I claim that it is a most thorough musical instrument. Why, just look here!



“ This is one of the
 No. 1 Autoharps, having
 21 strings and 3 bars or
 padded mutes over the strings.
 The following three chords are
 produced, C Major, G Seventh,
 F Major.”

The father
 remem-
 bered



Autoharp No. 1.

that it was his youngest daughter's birthday, and
 the price being only \$4.00, he finally bought the
 instrument.

After tea, calling his daughter to him, he said, “ See
 here, daughter, put your finger on this bar ; press it
 firmly now ; that's it ! Now put this pick on and sweep
 your little thumb over these strings,
 quickly, lightly.”

“ Why, what beautiful music,
 papa ! ” The mental comment he
 made was, “ Here's a full chord
 stretched and sounded by a baby
 hand with perfect sweetness ! ”



“Now, once more daughter,” he said, “very slowly this time, let the sound of every string be distinct.”

“I declare it is marvellous, a child playing arpeggios, and she doesn’t know one note from another.”



A few evenings later, the father was surprised to have his little pet come to him with her harp, and triumphantly play the first three pieces in the instruction book,

“Nearer My God to Thee.”

“Sweet By and By.”

“Auld Lang Syne.”

And play them, too, in a way to bring out all the charming effects, far beyond his expectation.

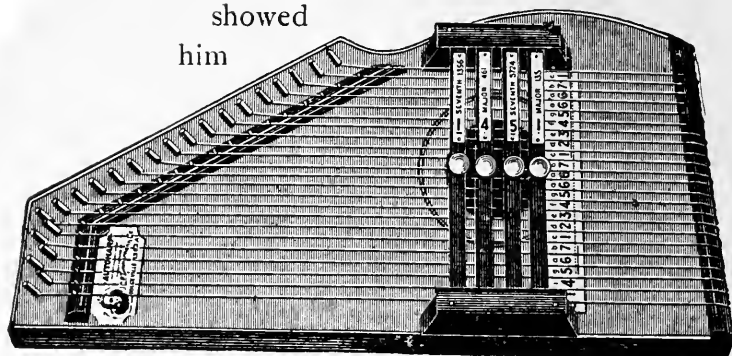
No wonder then, that in the course of the evening the elder sister, who was just at the age when she was passing through the drudgery of piano practice, came and requested that she too might have an Autoharp.



Said she, “I have noticed that my little sister can read the notes prepared for the Autoharp much more quickly than I can learn the notes for the piano, and I believe that if I could use the same kind of number notes (I do n’t know what else to call them), I would get along faster. At any rate, I want an Autoharp.”

It was with something of a smile, his friend, the music dealer, greeted him when the father came a few days afterwards to select a somewhat more pretentious instrument for his second daughter. The dealer

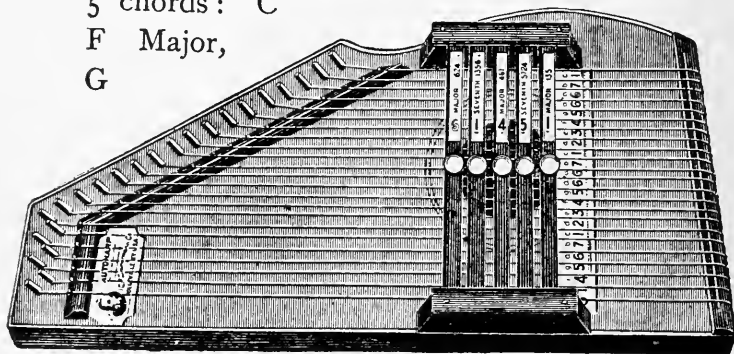
showed
him



Autoharp No. 2.

Autoharp No. 2 which has 23 strings and 4 bars, and produces the following 4 chords: C Major, F Major, G Seventh, C Seventh. The price of this instrument is \$4.50.

He also showed him No. 2 $\frac{3}{4}$, which has the same number of strings (23) 5 bars, and produces the following 5 chords: C Major, F Major, G



Major,
B \flat Major,
Seventh,
C
Seventh.
The price
of this in-
strument
is \$5.00.

Autoharp No. 2 $\frac{3}{4}$.

While the father was making a selection, the dealer looked at him archly over the counter, and said,

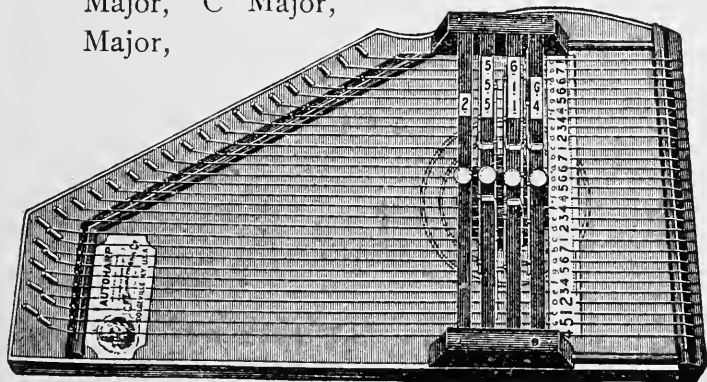


“ Was n’t it Tom, your boy, who came in here yesterday and wanted me to show him Autoharps? He said he had played the banjo, somewhat, but had found it needed a great deal of study and constant practice : however,

he had n’t been fingering his little sister’s Autoharp ten minutes, before he found it was the easiest thing in the world to knock a tune out of.”

“ What,” said the father, “ Tom been in here?”

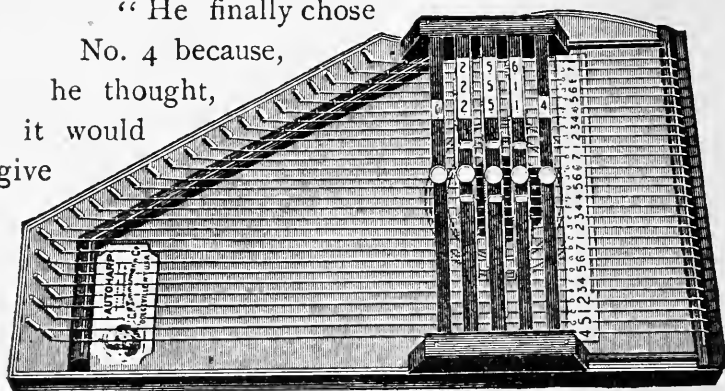
“ Yes, and he said he wanted a better instrument than the one you brought home ; he wanted to be able to play the popular airs, and needed greater variety of chords. I showed him Autoharp No. 3, which, as you see, has 28 strings and 4 bars, producing the following 9 chords: G Major, C Major, Major,



F Major, B \flat C Seventh, G Seventh, D Seventh, G Minor, A Minor. This instrument costs \$10.00.

“ He was a good while determining between this and Autoharp No. 4, which has sides and bottom of imitation rosewood, edges inlaid, and is very highly polished. This instrument has 28 strings and 5 bars, producing the following 11 chords: B \flat Major, F Major, C Major, G Major, D Major, C Seventh, G Seventh, D Seventh, A Minor, G Minor, D Minor. The price of this instrument is \$15.00.

“ He finally chose No. 4 because, he thought, it would give



Autoharp No. 4.

the best results in the long run.”

“ Well, we’re running wild in the direction of Autoharps, it seems to me, at our house.”

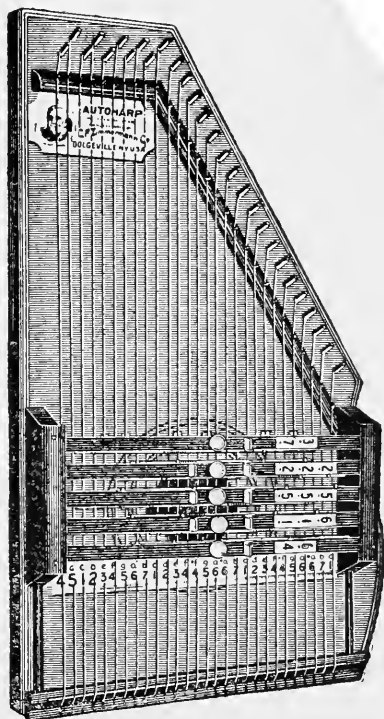
“ Oh no, you will find it has a refining influence on the boy ; better encourage Tom in his musical whims ; it will do him no harm.”

So the indulgent father left the store well pleased with his purchase, and not altogether dissatisfied with the action of his boy, Tom, either.

Not a great while after this, my lady, Tom's elder sister, a graduate of the conservatory, and hence a finished musician, made up her mind that the delicate harmonies evoked from Tom's Autoharp were just the thing as an accompaniment for her songs, so she made a journey to the store of the music dealer.

It was difficult for that gentleman to restrain the smile which crept round the corners of his mouth as she disclosed her mission. But she wanted a better instrument still.

So with all the gravity of the obliging salesman, he showed her Autoharps No. 5 and No. 6, explaining the points of difference, saying that No. 5 had edges inlaid, and was highly polished, and had 28 strings and 5 bars, producing the following 13 chords; D Major, G Major, C Major, F Major, B \flat Major, D Minor, E Minor, G Minor, A Minor, B Minor, C Seventh, G Seventh, D Seventh. Price \$20.00.



Autoharp No. 5.

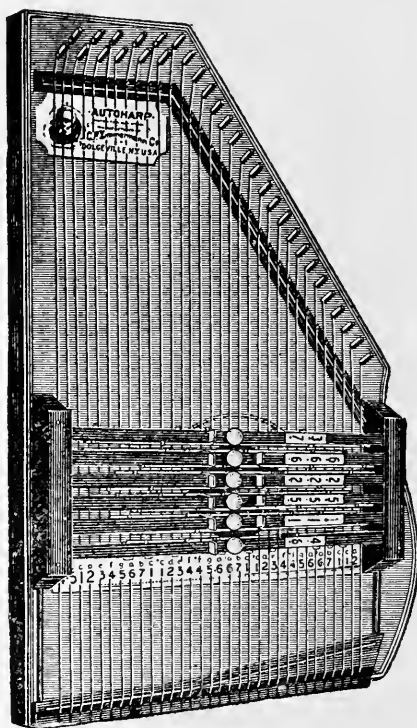
But he could specially
recommend No. 6, which
in appearance and finish is
like No. 5, save that it has 32

strings
and 6
bars, and
produces 16
chords, A
Major, G Major,
C Major, F
Major, B \flat Major,
A Seventh, D Seventh,
G Seventh, C Seventh,
D Minor, E Minor, G
Minor, A
Minor, B
Minor, C
Diminished
Seventh.

Price

\$25.00.

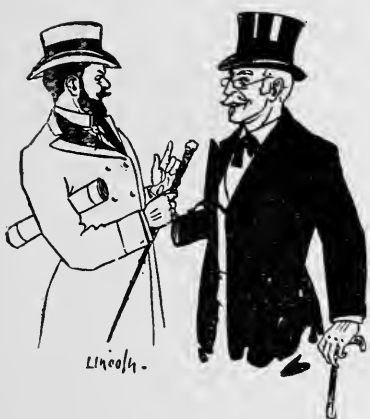
He told her
that this
was the
most complete instrument of its kind
made, and it is needless to say, that
she purchased it without much hesita-
tion.



Autoharp No. 6.



It was a few weeks later when the two friends met again, and the father said: "Your Autoharp has certainly captured our family and no mistake. We have it now



in four degrees, and if the children do not all play at once, when one is not practising, the other is. First, it is the youngster with her "Home, Sweet Home" on No. 1. Then comes my second little girl accompanying herself to some Sunday-school hymn. Then there

is Tom, making life miserable for the rest with "Tara-ra-boom-de-ay," and finally my lady, either playing alone some operatic air or in duet with Tom (surprisingly well too, by the way), so that we have Autoharp music from sunrise to sunset. Still, I do not complain, for I have made up my mind that the Autoharp is a musical instrument and no mistake.

By the way, I have looked into this system of figure notation, and it seems to me that it is bound to revolutionize the method of representing complex chords by a single figure is certainly most ingenious, and I am going to look into the matter still further, for I can see no reason why it should not be



tion, and it seems to me that it is bound to revolutionize the method of representing complex chords by a single figure is certainly most ingenious, and I am going to look into the matter still further, for I can see no reason why it should not be

applied successfully to
the piano and all other
instruments equally as well.

It is at once so simple and
universally applicable, that one
learns far more than he thinks
he does, while becoming proficient
on the Autoharp.

“Well, I told you so,” said his friend,
the dealer, “your experience is not new
to me. I have heard it before from several
people to whom I have recommended the
Autoharp. It is indeed an auto-harp. It almost
plays itself. Press whatsoever bar you please on
any one of these instruments, and then pass your
hand over the strings, and a complete chord is the
result, soft and sweet, or strong and loud, as you may
desire. It is simplicity itself. It almost seems to
contradict the statement that “there is no royal road to
learning”, for even the most dull discover soon that it
far more quickly yields satisfactory results than can be
accomplished by the difficult way of piano practice.

Then too, the workmanship of the instrument is as
near perfection as modern skill and machinery can attain.
The scale of the instrument is perfect. It is well tuned,
and, by the way, it is tuned to the “International Pitch of
435 A,” which was recently adopted by the Piano Manu-
facturers’ Association of the United States. The finish is
excellent and in every way worthy of the high reputation
which the instrument has acquired for itself in so short
a time.

It is no wonder,
therefore, that we dealers
have recently been impor-
tuned to handle no end of
imitations of the genuine Zim-
mermann Autoharp. It has been
bunglingly imitated and some of the
imitations are put on the market as
being fully equal to the genuine, and in
some cases they are even being palmed off
as the Zimmermann harp, but the public,
fortunately, will have no difficulty in finding
out whether it be as represented, if they just
remember *this Trade-Mark*,



found on every *genuine Zimmermann Autoharp*.

Dealers are growing less and less eager to attempt to push instruments which are flagrant imitations of original goods when the original can be obtained at a fair price.

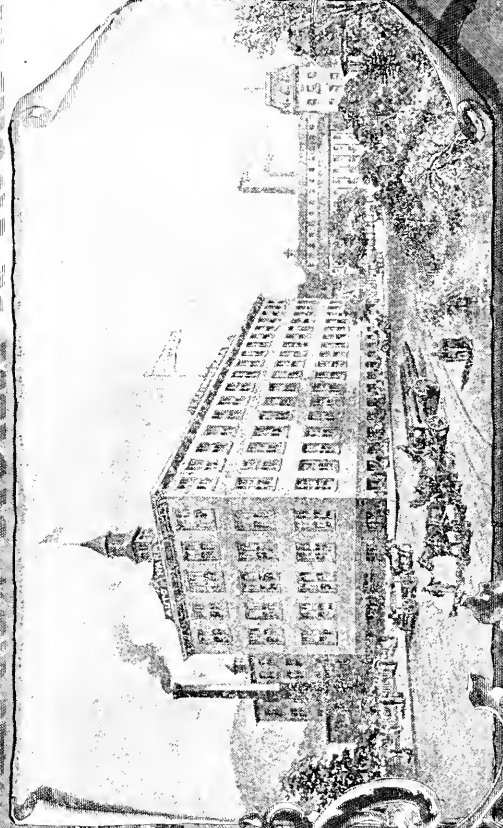
“Well,” said the father, “as I said before, the Autoharp has certainly captured our family, and I heartily admit that my first impressions in reference to the instrument were wrong, and I am glad to welcome it as an additional source of harmony at home.”



Autoharp

PATENTED MAY 9TH 1882,

WITH NEW SYSTEM OF FIGURE MUSIC.



MANUFACTURED BY

C. F. ZIMMERMANN CO.

DOLGEVILLE, N.Y. U.S.A.

..FOR SALE BY ALL MUSIC DEALERS:..